RJ Reynolds
Tobacco Company

G. N. Kuruc, Jr.
Key Account Manager
400 Raritan Center
Edison, N. J. 08837
908-225-4774
Voice Mail 43778

FAXED
September 25, 1996

Mr. Philip Baseil
Quick Chek Food Stores
Box 600 Old Highway
Whitehouse Station, NJ 08889

Dear Phil:

We are pleased to announce a special Forsyth Program for COURIER for the fourth quarter 1996 to assist you in generate sales at retail. During the time frame of November 4 through December 13, 1996, we will allow you to purchase an extra one week's average sales of COURIER at $1.00 off invoice. This savings can be passed on to your customers, and will not be deducted from your Forsyth Alliance Accrual Program Fund. Details of the Program are listed below:

One week's average sales of COURIER (determining period 6/1-8/31) listed below:

Full Flavor Box	**60 cartons**
Full Flavor 100s	**180 cartons**
Light King	**60 cartons**
Light Box	**60 cartons**
Light 100s	**180 cartons**
Light Menthol King	**60 cartons**
Light Menthol 100s	**240 cartons**
Ultra King	**60 cartons**
Ultra 100s	**180 cartons** 1080

- Product ship dates to stores from McLane November 4-December 13
- All product invoiced at $1.00 off per carton
- Promotion option: Packs can be stickered at $.10 off
  Cartons can be couponed or stickered at $1.00 off

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Source: https://www.industrydocuments.ucsf.edu/docs/lmky0000

- Option to use your Alliance Accrual Fund to "match" our $.10 off. Product can then retail for $.20 off per pack or $2.00 off per carton. .

Phil, when you decide dates, and how you would like to work the Program, I will handle the order with McLane.

If you have any questions, please call me.

Best Regards,

Nick

G. N. Kuruc, Jr.

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Source: https://www.industrydocuments.ucsf.edu/docs/lmky0000

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ACCOUNT #	ACCOUNT NAME	BRAND/STYLE	12M CASES AVERAGE PER WEEK	TOTAL PROMO VALUE
9993400	QUICK CHEK FOOD			
ATTN: PHIL BASIEL P. O. BOX 600 WHITEHOUSE STA. NJ 8889				
		COURIER F 85 S	0	$0
		COURIER F 83 B	1	$60
		COURIER F 100	3	$180
		COURIER L F85 S	1	$60
		COURIER L F83 B	1	$60
		COURIER L F100	3	$180
		COURIER L M85	1	$60
		COURIER L M100	4	$240
		COURIER U F85	1	$60
		COURIER U F100	3	$180
		TOT COURIER	18	$1,080

1,080 CNS

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Attachment II

PROMOTION #650 - FORECAST AND ORDER FORM
FORSYTH PARTNERS 4th QUARTER, 1996 PROMOTION

(Extra product needed to support a promotion not scheduled in the Work Plan)

Today's Date [ ] **(Submit form at least 4 weeks prior to promotion)**

Who we can contact if we have questions

RJR Contact Name	G. N. Kuruc, Jr.
RJR Contact Phone	908-225-4774

Is this a Chain, Wholesaler, or Division wide promotion?

Chain Name	Quick Chek Food Stores
Chain ID	0919-00-00
or Wholesaler Name	
Wholesaler Account #	
or Division # (if Division wide)	

Describe the promotion, with specific value if known (Example: buy-down, accrual dollars, special pre-booking, etc.):

Forsyth Private Label Partners Promotion for the 4th Quarter, 1996

$1.00 Off Per Carton

Enter Direct Account #, Public Warehouse # (if known), PO # and EFT Code for each location.

DIRECT ACCOUNT SIS #					
PUBLIC WAREHOUSE #					
REQUESTED SHIP DATE					
PO #					
EFT CODE					
Brand Style Names (PRINT LEGIBLY)	UPC (for Customer Service use only)	Order Quantity	Order Quantity	Order Quantity	Order Quantity
Courier FF Box		1			
Courier FF 100s		3			
Courier Light King		1			
Courier Light Box		1			
Courier Light 100s		3			
Courier Light Menthol		1			
Courier Light Men. 100s		4			
Courier Ultra King		1			
Courier Ultra 100s		3			

Comments/Special Instructions:

FAX this form to Promotions Area: 910-741-2156 Direct questions to: 910-741-3521, 3078, 3545

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Source: https://www.industrydocuments.ucsf.edu/docs/lmky0000